

Enneagram, a Training and Self-training Tool for Graphologists



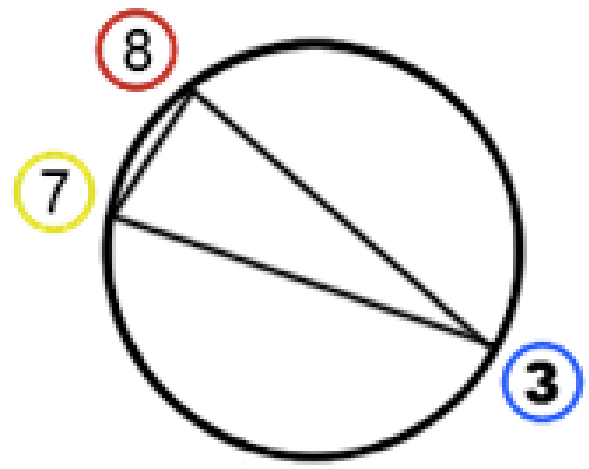
Enneagram Triads: Hornebian Groups

The triads of the Enneagram called “Hornebian Groups” also known as stances, were originally identified by Karen Horney as she classed them by the direction we move in relation to other people.

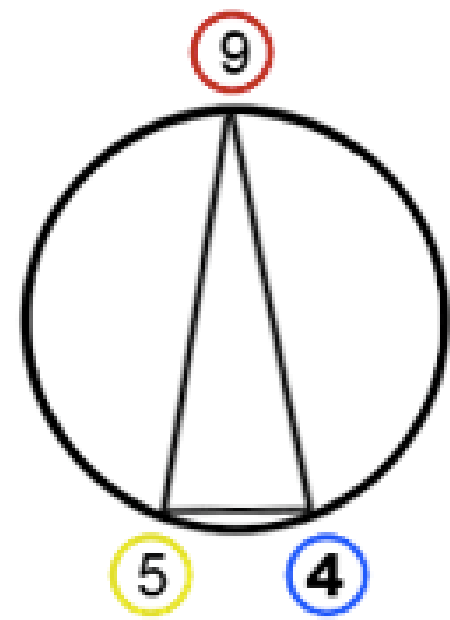
We can move:

- **toward people**
- **against people**
- **away from people**

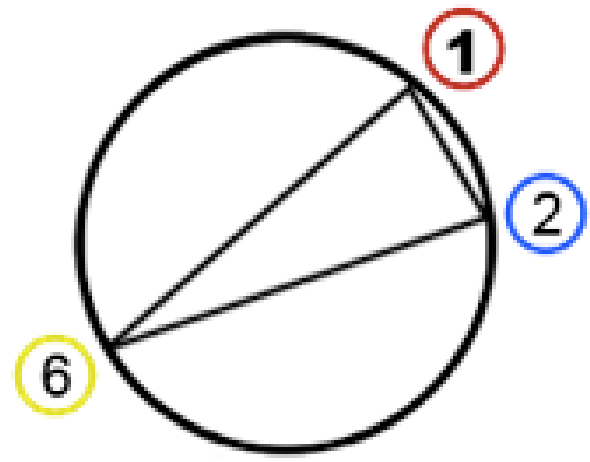
HORNEVIAN TRIADS or SOCIAL STYLE



ASSERTIVES
(Moving against people)

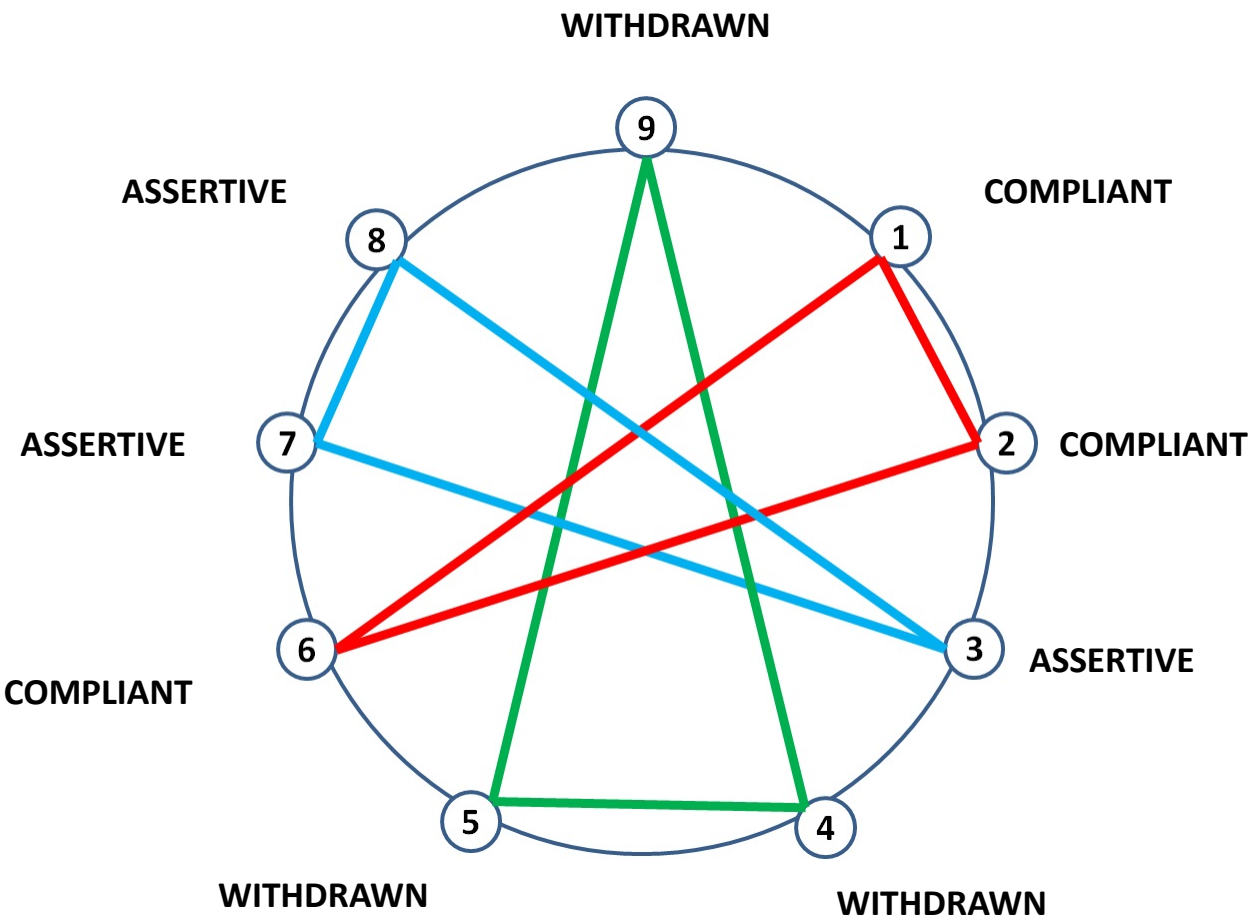


WITHDRAWNS
(Moving away from people)



COMPLIANTS
(Moving toward people)

HORNEVIAN TRIADS or SOCIAL STYLES



MOVING AGAINST PEOPLE (or expansion-aggression category / solution)

There is a need for power, a need for control, social recognition, personal admiration, personal achievement and the tendency to exploitation.

Expansive types also tend to keep people around them. On the other hand, they mainly care about their wants and needs. They would do whatever they can to satisfy their needs and wouldn't desist from hurting anyone in the obtainment of them.

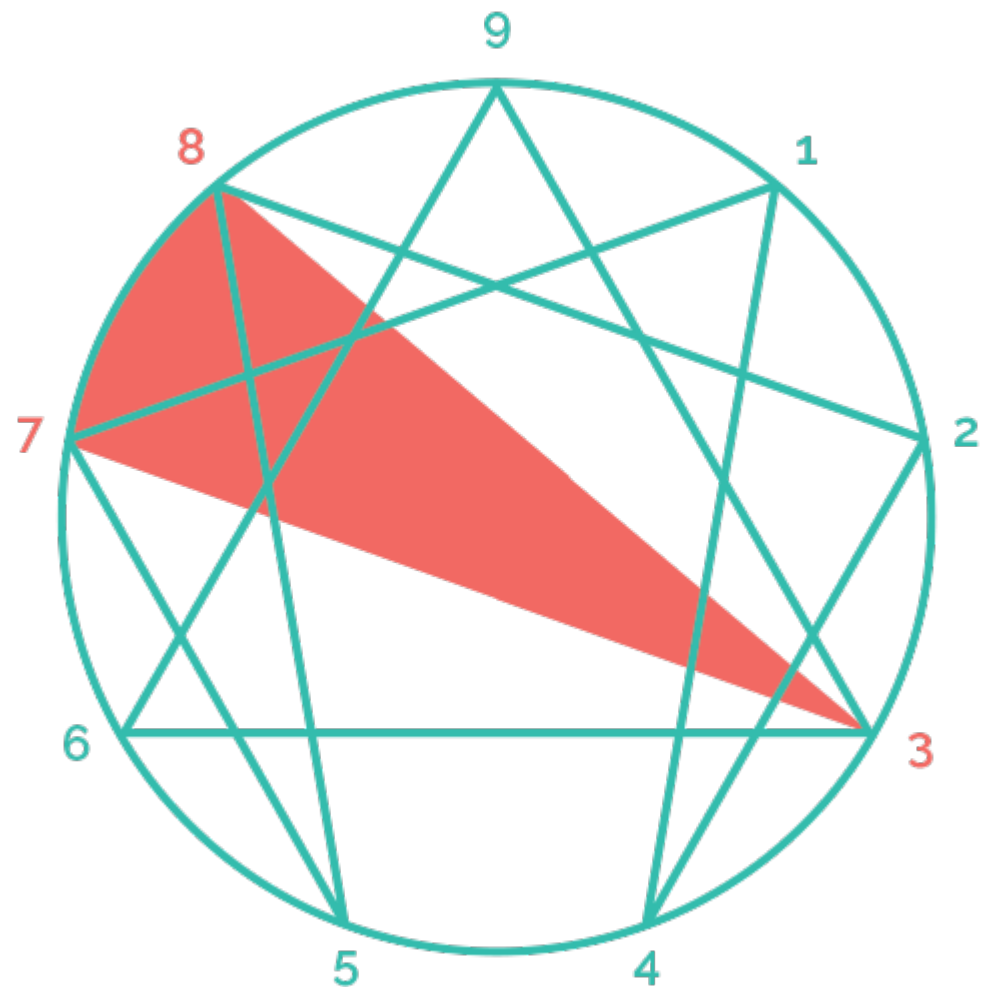
They are very much focused on acting in a manner to gain what they desire. They think about what they want and then act to gain this.

The personality types corresponding to Karen Horney's **Assertive strategy** are the **Three**, **Seven** and **Eight**.

They are generally bold and energetic and respond to problems, threats and obstacles by expanding and reinforcing egoic boundaries.

They see the world as offering up that which they need and their personal philosophy tends to be that the best things come to those who actively go after them. Therefore, they will assert themselves and insist and demand that their needs be met.

The Assertive Types: Three, Seven and Eight



Eights want autonomy and demand that they get it. An Eight will push others out of the way so he can do things his way. Eights want to be in charge and in control of their environment. If they lose that control, they will push back, become confrontational, or contest those who are in charge.

Sevens want security and fulfillment and they demand that others and the world provide it. Sevens feel that they deserve to have fun and entertainment and if they don't get it here, they will seek it elsewhere. When others don't provide satisfaction, Sevens will seek it elsewhere or will try to indulge themselves.

Threes want attention and they demand that others give it. Threes feel important and expect others to praise them. When that doesn't work, Threes will determine the values of their "audience" and adapt themselves to be more favorable to others.

MOVING AGAINST PEOPLE

The general advice for the Assertive Stance types is to be aware of the other people. The types can often act without thinking about how their actions are affecting people, sometimes with very negative consequences. It the simple notion of thinking before acting but also thinking about others before doing.

MOVING TOWARD PEOPLE

Those within the compliance category tend to exhibit a need for affection and approval. They may also seek out a partner, somebody to confide in, a guide, some principle to refer to or a group fostering the belief that, in turn, all of life's problems would be solved by them.

The focus is more on society and the people around them rather than themselves as seen with the assertive types. These people 'move with' others, focusing on feeling what is happening around them and then acting accordingly.

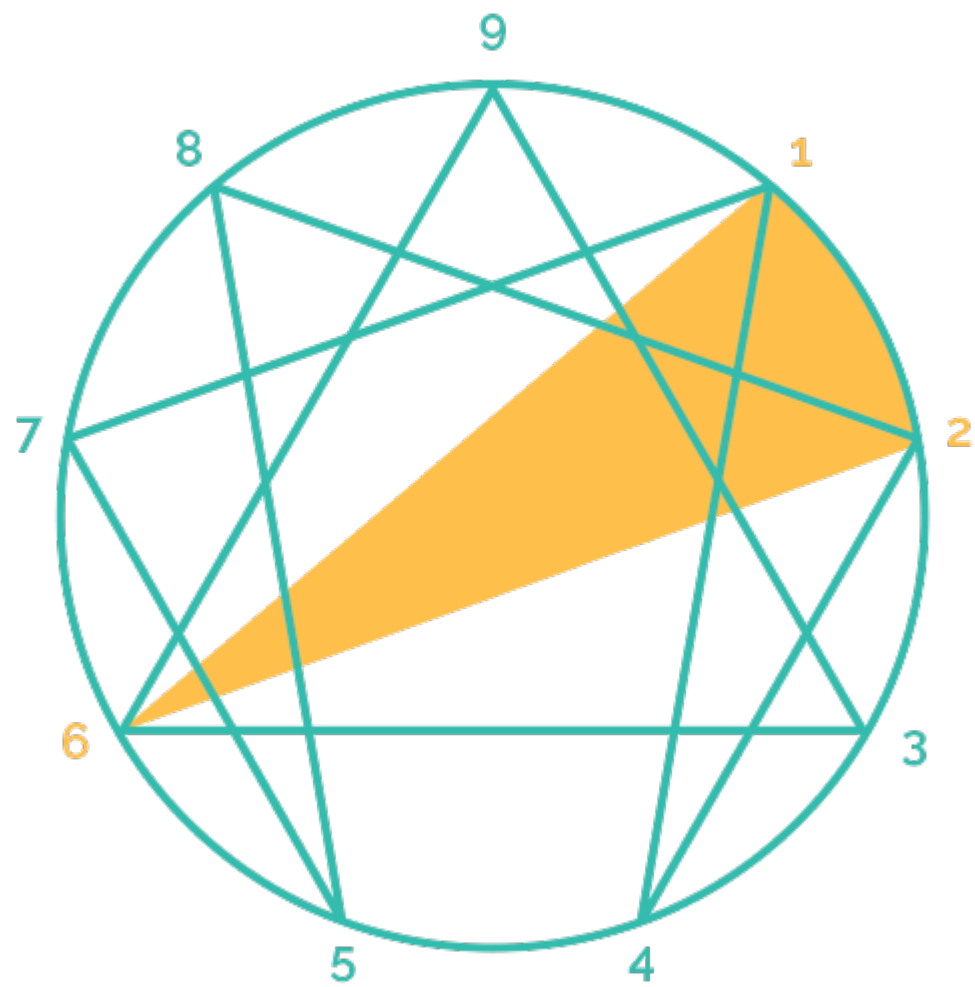
The personality types corresponding to Karen Horney's **Compliant strategy** are the **One**, **Two**, and **Six**. These types are generally industrious, principled and conscientious.

The word compliant doesn't necessarily mean that these types are compliant to those around them, but rather these types try to obey the internalized rules, principles and dictates that they have learned from childhood.

These three types share a need to be of service to other people. They feel they must earn the right to have their needs met.

These three types are generally used to self-effacing their own needs instead of their reliance on internalized ideological structures.

The Compliant Types: One, Two and Six



Ones want autonomy, so they try to earn it according to the rules. If they do their work better than anyone else, no one will interfere with them. If they are perfect, no one can criticize them.

Twos want attention, and try to get it by loving, helping, and caring for others. If Twos do not receive enough attention, they will increase the amount of help they give. If they are all-loving saints, no one will reject them, and they will be loved in return.

Sixes want security, and try to get it by following the rules. If Sixes are sufficiently dedicated and committed to an authority figure, they will earn security from it. If Sixes do not receive enough security, they will either strengthen their commitment to their current authority figure (to give it a chance to provide more security), or they will rebel against it and seek security from another source.

MOVING TOWARD PEOPLE

For the Compliant Stance, sometimes its good to look inward at their own desires. Each type can be self-sacrificing in some way and be out of touch with their inner guidance.

To be aware of how their desires may not be in line with the society's desires is important in acting in a way that can attend to both.

MOVING AWAY FROM PEOPLE (Detachment)

As neither aggression nor compliance solve parental indifference, Horney recognized that children might simply try to become self-sufficient.

They have the most difficulty connecting with their sense of wholeness and vitality. There can be a sense of the self being “invaded” by external influences because the self is experienced as permeable and somewhat vague and lacking in distinct boundaries.

People whose dominant Social Style is the withdrawn style are quiet, introverted, and introspective. They enjoy spending lots of time by themselves and feel uncomfortable in large groups. They don't overtly seek attention and don't wish to assert themselves much.

They feel uncomfortable taking charge or in competition. They have a sense of being different from others and not being part of their environment.

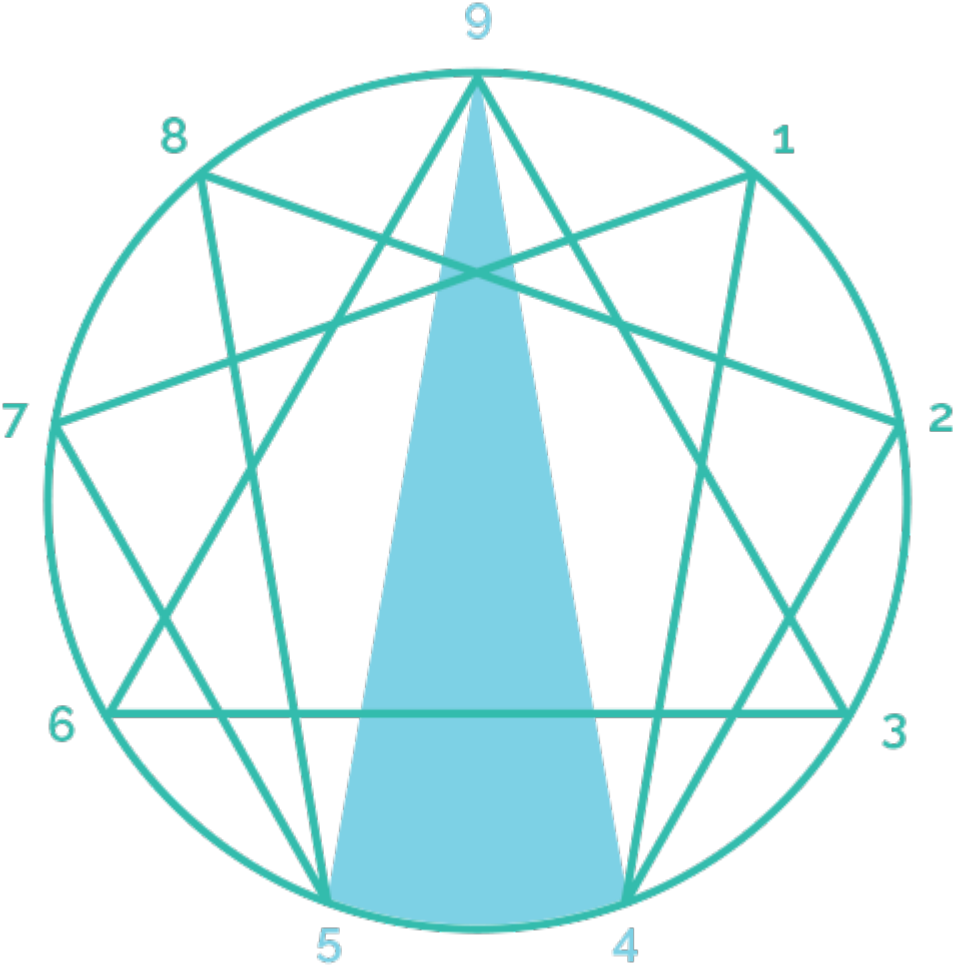
The personality types corresponding to Karen Horney's Withdrawn strategy are the **Four**, **Five** and **Nine**. These types are generally receptive and internally-focused.

Each respond to problems, threats and obstacles through avoidance. In other words, there's a distinct sense of the self being small, weak or vulnerable and easily overwhelmed by the world. They feel a need to shut out external influences before their needs can be met.

These people move away from others (withdraw) to get their needs met.

They are out of touch with their instinctual drives. They have a hard time feeling their vitality and substance. To compensate for this imbalance, they identify more with their fantasies, thoughts, and dreams than with their own physical body.

The Withdrawn Types: Four, Five and Nine



Fours want attention and seek it by withdrawing from the superficial world of the ordinary. Fours also withdraw by being different, unique, and mysterious. If Fours are sufficiently unique, distant, and mysterious, they will attract the attention from those who care. Fours spend a large part of their time daydreaming and fantasizing about the attention they would like.

Fives want security and seek it by withdrawing from a world they see as threatening. Fives also withdraw by minimizing their needs and dependencies. Fives spend large amounts of time studying and thinking about the world .

Nines want autonomy and seek it by withdrawing from an endlessly changing world to get their own peaceful and stable space. Nines also withdraw by minimizing their wants and desires. Nines enjoy their time relaxing and fantasizing about their harmonious world (inner and outer).

MOVING AWAY FROM PEOPLE

Types of the Withdrawn Stance can all benefit from moving themselves into the world and really being present within it.

Often the types can develop great skills and talents in their time by themselves but do not ever present these to the world, focusing rather on keeping it all to themselves.

They feel detached from their body and more present within their imagination and fantasy.

It is good to learn that using these skills and showing them to the world can be as rewarding as developing.